

DE FILIPPS UNIVERSITY

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Dealership Practice Guide Checklists

July 19, 2017 - Live Webinar
... Earn 2.0 hours[†] of CPE



DE FILIPPS UNIVERSITY VIRTUAL SEMINARS

Practical Tax Updates, Insights & Training for Dealership CPAs & Controllers

Dealership Practice Guide Checklists

*Dealership Operations,
Tax Return Compliance &
Planning Opportunities Checklists*

July 19, 2017

1:00 PM - 3:00 PM Eastern

Live Webinar

\$349 for the Live Presentation + 1 CPE Certificate

(A 15% discount applies for University Members)

Visit us at www.defilipps.com for more on our upcoming
Virtual Seminars & our Library of available Program Recordings

DEALERSHIP PRACTICE GUIDE CHECKLISTS

DEALERSHIP OPERATIONS, TAX RETURN COMPLIANCE
& PLANNING OPPORTUNITIES CHECKLISTS

July 19, 2017
1:00 to 3:00 PM
(Eastern)

After 45 years of working with auto dealership clients and an on-going tug-of-war with the IRS over many dealer tax issues, Will has updated and expanded previous checklists he developed and used in his tax compliance practice, consulting work and educational/teaching activities. This 2-hour seminar will provide participants with an overview of the *Checklists* and discuss how CPAs may use them for improved tax compliance and practice development.

Learning Objectives: After completing this course, participants will be able to review Federal income tax returns for automobile dealership clients to be assured that major compliance issues have been thoroughly evaluated and reflected, to the extent necessary, in the income tax returns to be filed or in the elections required to be made. In addition, participants will be aware of major planning opportunities related to several of the compliance hot-spot areas. These *Checklists* are readily adaptable for use by reviewers and/or preparers of dealership tax returns.

Program Content Topics:

- * Inventories
 - New Vehicles ... Including LIFO Compliance
 - Used Vehicles
 - Parts & Accessories
- * Section 263A Cost Capitalization
- * Fixed Assets & Compliance with Tangible Property Regulations
- * Reasonable Compensation & Deductions for Other Payments to Shareholders
- * Constructive Dividend Exposure
- * Record Retention Requirements
- * Specialized Planning Considerations ... PORCs & RFCs

Register at www.defilippsuniversity.com

De Filippis University Members ... Your 15% Member discount will apply to your site registration and to recording purchases. Please contact us at university@defilipps.com if you have not yet received an e-mail with your Member discount code.

Not a Member? Visit www.defilipps.com or e-mail us at university@defilipps.com for more information.

How De Filippis University Webinars Work

Willard De Filippis' live webinars (web-based seminars) require a computer with a fast internet connection and speakers (or headset capability). Before the seminar, registered participants receive an e-mail with access instructions and a link to the pdf file of the webinar course materials.

For a per-site registration fee of \$349, an unlimited number of attendees at one physical site can participate in the webinar via a shared computer set-up. (Visit <http://www.defilipps.com/webinars> for all system requirements.)

Questions & Answers: Ample time will be provided for participant questions and answers. Mr. De Filippis welcomes questions e-mailed in advance of the seminar to will@defilipps.com.

Certificates of Completion/Attendance for CPE purposes are available. For this seminar, one (1) Certificate of Completion/Attendance is included in the site registration fee. Additional Certificates may be purchased for any participant listening at your site for an additional fee of \$35 per Certificate.

Continuing Professional Education Information

Field of Study: Taxes ... For this seminar, applications are exclusively for CPAs, dealership controllers and other advisors to franchised automobile, truck and other equipment dealerships.

Learning Objectives: See above.

Program Content Topics: See above.

Program Level: Intermediate.

Program Prerequisites: None. However, having at least 2 years of solid experience working with dealership tax issues.

Advance Preparation Needed: No advance preparation is required. Detailed course materials (including supplementary reference materials) are provided to participants prior to the presentation (via an Internet link to a printable PDF file).

Recommended Continuing Professional Education (CPE) Credit: 2.0 hours[†] for participation in this live seminar. (Please note that one 50-minute period is equal to one CPE credit.)

Delivery Method(s): Group-Live, Internet Based (i.e., Webinar) with "Question & Answer" time provided throughout the session. To hear this live webinar, participants only need computer with a fast internet connection and speakers (or headset capability). The URL and valid course code (which will be provided prior to the live presentation) are necessary in order to access and print the course materials.

Course Registration Requirements: None, other than registration through www.defilippsuniversity.com and payment of the \$349 site registration fee (per seminar). An unlimited number of attendees at one site location can participate, be updated and ask questions on these important topics. One site registration provides access for one computer.

For more information regarding **System Requirements, Refund, Complaint and Program Cancellation Policies**, please contact our offices at (847) 577-3977 or visit www.defilipps.com.

Seminar Leader & Course Developer:



Willard De Filippis, CPA has over 45 years of experience as a consultant to CPA firms in automobile dealership matters and LIFO (Last-In, First-Out) inventory valuation issues. All of his experience has now been consolidated into [De Filippis University](http://DeFilippisUniversity.com), an online resource center for automobile dealer CPAs. He is editor and publisher of the *Dealer Tax Watch* and the *LIFO Lookout* and a frequent speaker at national association meetings and conferences, including NADA and the AICPA National Auto Dealership Conferences.

Mr. De Filippis is recognized as one of the nation's leading experts in dealership tax issues, including the application of the LIFO inventory method to dealership inventories. He is widely appreciated and recognized for his astute analysis of current developments and for his willingness to share his conclusions, practices and practical suggestions with other practitioners.



[†]Willard J. De Filippis, CPA, PC is registered with the National Association of State Boards of Accountancy (NASBA) as a sponsor of continuing education on the National Registry of CPE Sponsors. State boards of accountancy have final authority on the acceptance of individual courses for CPE credit. Complaints regarding registered sponsors may be submitted to the National Registry of CPE Sponsors through its website: www.learningmarket.org.

Program Recordings Available[†]

CD Recordings of the full 2-hour webinar (which includes a PDF file of Mr. De Filippis' detailed presentation outline and all supplementary materials) are available for purchase. For seminar registrants, the price for purchasing these 2-hour Recordings is \$249; for non-registrants, the price is \$349. Please visit www.defilippsuniversity.com or call 847-577-3977 for assistance. (The CD recordings ship 7-10 business days following the live airing of the presentation.)

Restrictions: CPE Certificates of Completion / Attendance are **not** available in connection with the disc Recordings of these presentations. Also, these recordings are **not** currently available for purchase by individuals / firms who are residents of Illinois.